

Message Text

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17

ACTION AF-06

INFO OCT-01 ISO-00 AID-05 CIAE-00 EB-07 FRB-03 INR-07

NSAE-00 TRSE-00 XMB-02 OPIC-03 SP-02 CIEP-01 LAB-04

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CEA-01 /077 W

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R 200930Z MAR 75

FM AMEMBASSY NAIROBI

TO AMEMBASSY DAR ES SALAAM

INFO AMEMBASSY KUWAIT

SECSTATE WASHDC 1967

USDOC WASHDC

AMEMBASSY ADDIS ABABA

AMEMBASSY BLANTYRE

AMEMBASSY KHARTOUM

AMEMBASSY KIGALI

AMEMBASSY LUSAKA

AMEMBASSY MOGADISCIO

AMEMBASSY PORT LOUIS

AMEMBASSY TANANARIVE

AMCONSUL LOURENCO MARQUES

AMCONSUL ZANZIBAR

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E.O. 11652: N/A

TAGS: AFIN, EINV, IU, XW

SUBJECT: U.S./KUWAIT JOINT VENTURES IN EAST AFRICA

REF: KUWAIT 1132, DAR ES SALAAM 0764

SUMMARY: ALTHOUGH LOCAL REP OF AFARCO ENTHUSIASTIC
ABOUT POSSIBILITY OF U.S. KUWAIT JOINT VENTURES IN
EAST AFRICA, HIS ONE MAN OFFICE (WHICH COVERS 11
COUNTRIES) HAS SAME PROBLEM AS KUWAITI PARENT COMPANY,
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I.E., INSUFFICIENT STAFF TO EVALUATE PROPOSALS. WE

SUSPECT LOCAL REP'S "FIELDING OF PROPOSALS" WILL BE LITTLE MORE THAN MAILING THEM TO KUWAIT FOR EVALUATION. WE HAVE, NEVERTHELESS, ESTABLISHED A WORKING RELATIONSHIP WITH THE NAIROBI AFARCO REP AND ARE CURRENTLY EXPLORING TWO POSSIBLE TRIPARTITE INVESTMENT PROJECTS IN TANZANIA. END SUMMARY.

1. EMBASSY OFFICERS MET MARCH 18 WITH SULIMAN MURTADA, AN EGYPTIAN WHO HAS DIRECTED AFARCO'S NAIROBI OFFICE FOR ALMOST TWO YEARS, TO DISCUSS THE POSSIBILITY OF U.S. / KUWAIT JOINT VETURES IN EAST AFRICA. HE RESPONDED VERY ENTHUSIASTICALLY TO OUR SUGGESTION THAT WE EXCHANGE INFORMATION OF POTENTIAL INVESTMENT PROJECTS AND READILY ACCEPTED OUR OFFER TO HELP AFARCO FIND U.S. PARTNERS. HE SAID AFARCO, AND HE PERSONALLY, ARE MOST EAGER TO WORK WITH U.S. FIRMS.

2. ONCE DISCUSSION TURNED TO ESTABLISHMENT OF WORKING RELATIONSHIP, HOWEVER, IT BECAME APPARENT THAT MURTADA MAY BE LITTLE MORE THAN A MAIL BOX FOR HIS KUWAITI PRINCIPALS. HE SAID HE ONLY ADDS A BRIEF COMMENT TO INVESTMENT PROPOSALS HE RECEIVES AND FORWARDS TO KUWAIT WHERE THEY ARE EVALUATED. WHEN WE ACCEPTED HIS OFFER TO EXAMINE, ON BEHALF OF POTENTIAL U.S. INVESTORS, A PROJECT INVOLVING BEEF FEEDLOTS IN TANZANIA, HE SAID HE WOULD ASK KUSAIT IF HE COULD GIVE US A COPY OF FEASIBILITY STUDY. WHEN WE GAVE HIM INFORMATION ON U.S. INVESTMENT INTEREST IN TANZANIAN RICE PROJECT, HE SAID HE WOULD FORWARD INFORMATION TO KUWAIT IF AMERICAN INVESTORS INTERESTED IN TRIPARTITE INVESTMENT. IN BOTH CASES, MURTADA'S LATITUDE FOR INDEPENDENT ACTION APPEARED EXTREMELY LIMITED.

3. ACTION: DAR: EVEN IF HIS INDEPENDENT DECISION MAKING CAPACITY IS LIMITED, WE BELIEVE MURTADA'S "TRANSMISSION BELT" FUNCTION CAN BE USEFUL AND THEREFORE INTEND TO FOLLOW UP ON RELATIONSHIP ESTABLISHED. AS FIRST STEP, WE WOULD APPRECIATE DAR ES SALAAM COMMENTS ON POSSIBLE INTEREST BY TANZANIAN GOVERNMENT AND U.S. FIRM CHEMONICS IN KUWAITI PARTICIPATION IN RICE PROJECT. IF INTEREST LIMITED OFFICIAL USE

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EXISTS, WE WILL INFORM MURTADA SO THAT HE CAN ASCERTAIN DEGREE OF KUWAITI INTEREST. ALSO IF HE REPORTS KUWAITI INTEREST IN U.S. PARTICIPATION IN BEEF FEEDLOT PROJECT, WE WILL ASK DAR ES SALAAM AND DEPT, OF COMMERCE (OR POSSIBLY OPIC) TO CONTACT POTENTIAL U.S. PARTNERS.

4. FOR OTHER EAST AFRICAN POSTS: FROM NAIROBI OFFICE, MURTADA COVERS SUDAN, ETHIOPIA, SOMALIA, UGANDA, KENYA,

RWANDA, BURUNDI, TANZANIA, ZAMBIA, MALAWI, AND MOZAMBIQUE FOR AFARCO. IF POSTS IN THESE COUNTRIES HAVE INVESTMENT PROPOSALS THAT WOULD LEND THEMSELVES TO KUWAITI PARTICIPATION, WE CAN PRESENT THEM TO MURTADA FOR TRANSMISSION TO KUWACO.
MARSHALL

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